

Message Text

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PAGE 01 GOTEBO 00329 141637Z
ACTION EUR-12

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UNCLAS GOTEBO 0329

E.O. 11652: N/A
TAGS: BTRA, SW
SUBJ: FOREIGN BUYER PROGRAM: VISIT BY AKE ERICHS

1. AKE ERICHS, MEMBER OF THE BOARD AND PARTNER IN ERICHS
ARMATUR AB, BOX 28076, S-200 28 MALMO, SWEDEN, TELEX 32241,
WILL VISIT US APRIL 26 TO MAY 7, 1978.

2. ERICHS ARMATUR, ESTABLISHED 1965, EMPLOYS 12 AND REPORTS
ANNUAL SALES OF 20 MILLION KR. FIRM HOLDS A NUMBER OF IMPORTANT
AGENCIES AND SPECIALIZES IN PRODUCTS FOR POWER PLANTS, TURBINE
UNITS, BOILER PLANTS, AND SHIP-BUILDING INDUSTRY. MAIN
PRODUCTS HANDLED ARE VALVES AND VALVE OPERATORS; RUPTURE
DISCS (CONTINENTAL DISC CORPORATION, RIVERSIDE, MO); HEAT
EXCHANGERS; AND FILTERS. REPORTEDLY, THE COMPANY IS THE
LEADING SWEDISH SUPPLIER OF VALVES AND RELATED EQUIPMENT TO
NUCLEAR AND OTHER POWER PLANTS.

3. SWEDISH PLANS TO INTRODUCE NATUREAL GAS AS AN ENERGY
SOURCE FOR POWER PLANTS AND INDUSTRY ARE MOVING AHEAD. TO
PREPARE FOR THIS MR. ERICHS IS LOOKING FOR THE FOLLOWING
PRODUCTS FOR PIPELINE TRANSPORTATION AND INDUSTRIAL COMBUSTION
OF NATURAL GAS: VALVES, VALVE ACTUATORS AND OPERATORS,
VALVE CONTROL AND INDICATING SYSTEMS, PUMPS AND GAS BURNERS.
HE IS ALSO INTERESTED IN BALL AND BUTTERFLY VALVES FOR OTHER
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APPLICATIONS. EXCLUSIVE AGREEMENTS DESIRED.

4. RELIABLE LOCAL SOURCE STATES BUSINESS IS WELL MANAGED
AND VERY REPUTABLE. THE COMPANY'S TECHNICAL KNOW-HOW IS
EXCELLENT AND ITS LIQUIDITY IS UNUSUALLY GOOD. BUSINESS
RELATIONS HIGHLY RECOMMENDED. MR. ERICHS OWNS 50 PERCENT OF
THE COMPANY AND THE VERY LARGE RHEINISCHE ARMATUREN -

UND MASCHINENFABRIK, MONCHENGLADBACK, WEST GERMANY, 50 PERCENT.

5. MR. ERICHS WILL ARRIVE NEW YORK CITY APRIL 26 AND DEPARTS
FOR JAPAN FROM LOS ANGELES ON MAY 7. VISITOR HAS PRESENTLY NO
ENGAGEMENT WHILE IN U.S.

6. PLEASE PUBLISH.
OWENS

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NNN

Message Attributes

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Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: VISIT BY AKE ERICHS
TAGS: BTRA, SW
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